



# NORTHWEST MINNESOTA

## ECONOMIC DEVELOPMENT REGIONS 1, 2, 4, 5

Covering the following counties:

Becker, Beltrami, Cass, Clay, Clearwater,  
Crow Wing, Douglas, Grant, Hubbard, Kittson,  
Lake of the Woods, Mahnommen, Marshall,  
Morrison, Norman, Otter Tail, Pennington,  
Polk, Pope, Red Lake, Roseau, Stevens,  
Todd, Traverse, Wadena, and Wilkin

# 2021 REGIONAL PROFILE

*Updated August 2021*

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*Minnesota Department of Employment and Economic Development*

Web: <http://mn.gov/deed/data/>

## DEMOGRAPHICS

### POPULATION CHANGE

Northwest Minnesota is a mostly rural, 26-county region located in the central and northwest areas of the state, bordering North Dakota and Canada. Covering four Economic Development Regions (EDRs), Northwest was the third largest of the six planning regions in the state, accounting for 10.1% of the state's total population. The area population increased by over 17,000 residents from 2010 to 2020, a 3.1% increase, compared to a 6.7% rise statewide.

Half – 13 of 26 – of the counties in the Northwest planning region have grown in population so far this decade, while the other 13 declined. Seven of the 11 counties in the region with less than 10,000 residents declined in population from 2010 to 2020. In contrast, the larger counties in the region have had more population growth. As part of the fast growing Fargo-Moorhead Metropolitan Statistical Area, Clay County added 5,691 new residents, a 9.6% increase, making it the 8<sup>th</sup> fastest growing county (of 87) in the state. Crow Wing County, the largest county in the region with 64,889 people in 2020, was the 22<sup>nd</sup> fastest in the state. Six of the 7 counties in the region with more than 30,000 residents saw population growth (see Table 1).

Table 1. Population Change 2010-2020				
	2010 Population	2020 Estimates	2010-2020 Change	
			Number	Percent
<b>Northwest Minnesota</b>	<b>553,805</b>	<b>571,239</b>	<b>+17,434</b>	<b>+3.1%</b>
<b>Region 1</b>	<b>86,091</b>	<b>83,810</b>	<b>-2,281</b>	<b>-2.6%</b>
Kittson Co.	4,552	4,214	-338	-7.4%
Marshall Co.	9,439	9,321	-118	-1.3%
Norman Co.	6,852	6,338	-514	-7.5%
Pennington Co.	13,930	13,874	-56	-0.4%
Polk Co.	31,600	30,900	-700	-2.2%
Red Lake Co.	4,089	4,046	-43	-1.1%
Roseau Co.	15,629	15,117	-512	-3.3%
<b>Region 2</b>	<b>83,023</b>	<b>87,469</b>	<b>+4,446</b>	<b>+5.4%</b>
Beltrami Co.	44,442	47,442	+3,000	+6.8%
Clearwater Co.	8,695	9,017	+322	+3.7%
Hubbard Co.	20,428	21,783	+1,355	+6.6%
Lake of the Woods Co.	4,045	3,754	-291	-7.2%
Mahnomen Co.	5,413	5,473	+60	+1.1%
<b>Region 4</b>	<b>221,688</b>	<b>232,662</b>	<b>+10,974</b>	<b>+5.0%</b>
Becker Co.	32,504	34,456	+1,952	+6.0%
Clay Co.	58,999	64,690	+5,691	+9.6%
Douglas Co.	36,009	38,328	+2,319	+6.4%
Grant Co.	6,018	6,026	+8	+0.1%
Otter Tail Co.	57,303	58,741	+1,438	+2.5%
Pope Co.	10,995	11,277	+282	+2.6%
Stevens Co.	9,726	9,765	+39	+0.4%
Traverse Co.	3,558	3,218	-340	-9.6%
Wilkin Co.	6,576	6,161	-415	-6.3%
<b>Region 5</b>	<b>163,003</b>	<b>167,298</b>	<b>+4,295</b>	<b>+2.6%</b>
Cass Co.	28,567	29,928	+1,361	+4.8%
Crow Wing Co.	62,500	65,644	+3,144	+5.0%
Morrison Co.	33,198	33,187	-11	0.0%
Todd Co.	24,895	24,732	-163	-0.7%
Wadena Co.	13,843	13,807	-36	-0.3%
<b>State of Minnesota</b>	<b>5,303,925</b>	<b>5,657,342</b>	<b>+353,417</b>	<b>+6.7%</b>

Source: [U.S. Census Bureau, Population Estimates](#)

### COMPONENTS OF POPULATION CHANGE

Northwest Minnesota welcomed about 16,000 new residents since 2010. In addition to a natural increase – more births than deaths – of 10,634 people, an estimated 5,925 people more people migrated to the area than moved out, including net in-migration of 2,283 people from other counties or states, as well as 3,642 additional foreign born Minnesotans (see Table 2).

With the international in-migration, Northwest was now home to nearly 13,000 foreign born residents, or 2.3% of the total population. The largest number of immigrants in the region came from Asia, Latin

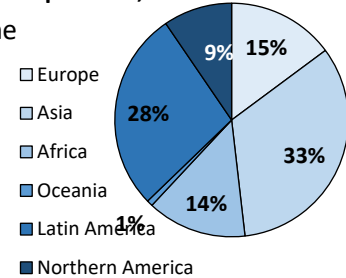
America, Europe, Africa, and Canada (Figure 1). However the fastest increase in immigrants came from Africa, which increased more than 85% since 2010. In sum, the number of immigrants in the region rose by 22.3% from 2010 to 2019, which was slower than the statewide growth rate of 28.9%.

Table 2. Estimates of the Components of Population Change, 2010-2019							
	Total Change	Natural Increase	Vital Events		Net Migration		
			Births	Deaths	Total	Inter- national	Domestic
Northwest	+16,262	+10,634	63,456	52,822	+5,925	+3,642	+2,283
Minnesota	+335,705	+250,488	637,356	386,868	+88,161	+114,414	-26,253

Source: [U.S. Census Bureau, Population Estimates Program](#)

Based on year of entry, Northwest Minnesota's foreign born population was "newer" than the rest of the state. About 32% of the region's immigrants entered the U.S. since 2010 and another 21% entered between 2000 and 2009, compared to 27.6% and 30.9% statewide. The remaining 47% of immigrants in the region settled in the U.S. prior to 2000. Foreign-born residents have a younger age profile than the native born population, with 55.6% being between 25 and 54 years of age, compared to 33.1% of the total population. While a similar percentage of foreign-born residents had a bachelor's degree or higher compared to native born residents, immigrants were also much more likely to have less than a high school diploma.

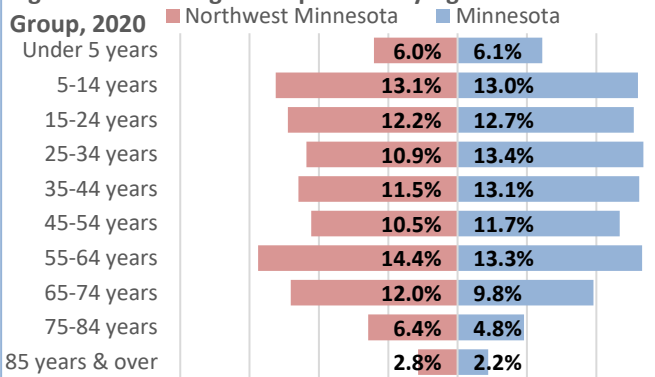
**Figure 1. Place of Birth for the Foreign Born Population, 2019**



## POPULATION BY AGE GROUP

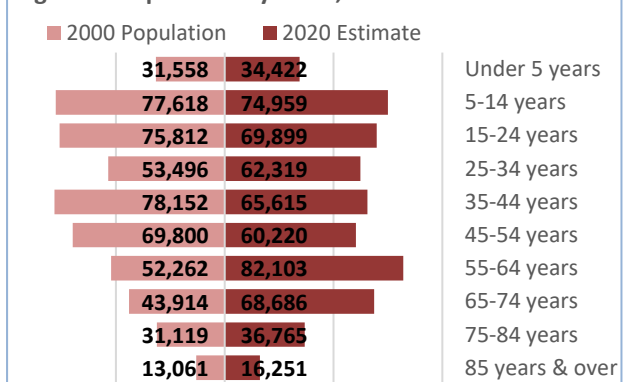
In Northwest Minnesota, over one-third (35.7%) of the population is over the age of 55, compared to 30.1% statewide. In contrast, the region had a smaller percentage of people in the 25 to 54 year age group - typically considered the "prime working years." A large portion of Northwest's population is a part of the Baby Boom generation, which is creating a significant shift in regional demographics over time. While the number of residents under 25 years of age declined, the number of people aged 55 years and over increased by nearly 65,000 between 2000 and 2020 (Figure 2 and Figure 3).

**Figure 2. Percentage of Population by Age Group, 2020**



Source: U.S. Census Bureau, Population Estimates

**Figure 3. Population Pyramid, 2000-2020**

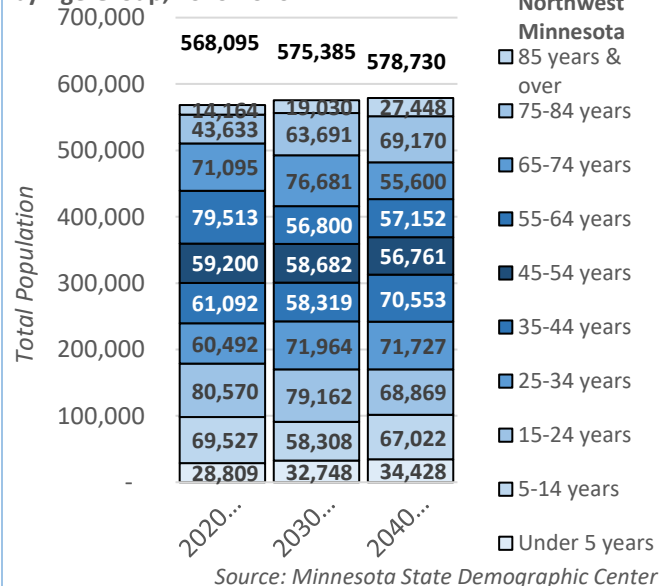


Source: U.S. Census Bureau

## POPULATION PROJECTIONS BY AGE GROUP

Population projections from the [Minnesota State Demographic Center](#) show that Northwest is expected to gain over 10,600 net new residents from 2020 to 2040, a 1.9% increase (Figure 4). This is less than the 8.8% statewide growth projected from 2020 to 2040. Most of the regional gains are expected to occur in the older age groups. Northwest is projected to have nearly 40,000 more people aged 75 years and over, a 67% jump. However, the region is also expected to add over 20,500 people in the 25 to 44 year old age group and 5,600 children under 5 years of age. Conversely, the region is projected to have 40,000 fewer residents from 45 to 74, as the Baby Boomers age out of those cohorts.

**Figure 4. Population Projections by Age Group, 2020-2040**



Source: Minnesota State Demographic Center

## POPULATION BY RACE

The population in Northwest Minnesota is less racially diverse than the state overall, but is becoming more diverse over time. In 2019, an estimated 91.0% of the region's residents reported white alone as their race, compared to 82.8% of residents statewide. However, at 4.1%, Northwest had the highest concentration of American Indian and Alaska Natives of the 6 planning regions in Minnesota. Census data show that the number of residents of other races increased much more rapidly than the region's white population, jumping nearly 70% since 2000. In particular, the number of Black or African American residents nearly quadrupled in that time, and the population of two or more races and of Hispanic or Latino origin doubled (Table 3).

Table 3. Race and Hispanic Origin, 2019	Northwest Minnesota			Minnesota	
	Number	Percent	Change from 2000-2019	Percent	Change from 2000-2019
<b>Total</b>	<b>565,034</b>	<b>100.0%</b>	<b>+7.3%</b>	<b>100.0%</b>	<b>+13.1%</b>
White	514,096	91.0%	+4.0%	82.8%	+4.7%
Black or African American	6,980	1.2%	+382.7%	6.4%	+107.6%
American Indian & Alaska Native	23,015	4.1%	+20.0%	1.0%	+5.5%
Asian & Other Pacific Islander	4,338	0.8%	+79.4%	4.9%	+87.8%
Some Other Race	3,641	0.6%	+9.8%	1.9%	+58.1%
Two or More Races	12,964	2.3%	+117.4%	3.0%	+99.9%
Hispanic or Latino	16,976	3.0%	+112.4%	5.4%	+108.9%

Source: [2015-2019 American Community Survey, 5-year estimates](#)

EDR 2 - Headwaters had the most diverse populace in the region, due in large part to 15.0% of residents identifying as American Indian or Alaska Natives. In contrast, over 92.9% of residents in EDR 1, EDR 4, and EDR 5 were white alone. With 18,415 minority residents, EDR 2 has the greatest amount of minority residents followed by EDR 4 which has a greater amount of total population.

## EDUCATIONAL ATTAINMENT

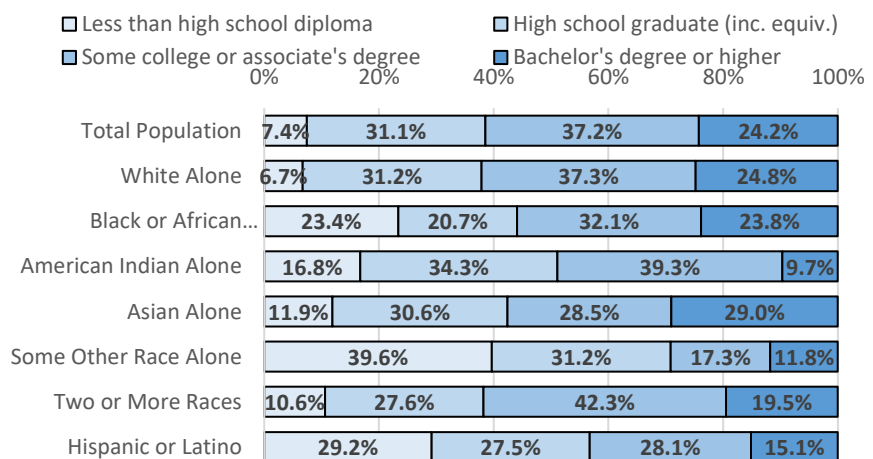
With 36.1% of adults aged 18 years and over holding a college degree, Northwest had lower educational attainment than the state in 2019, where 44.4% of adults have an associate, bachelor's, or advanced degree. In contrast, Northwest had a higher percentage of people with some college but no degree, and a high school diploma or less. Regional education attainment only exceeded the state in associate's degrees (Table 4).

Table 4. Educational Attainment for the Adult Population, 2019	Northwest Minnesota		Minnesota
	Number	Percent	Percent
<b>Total, 18 years &amp; over</b>	<b>434,430</b>	<b>100.0%</b>	<b>100.0%</b>
Less than high school	35,625	8.2%	7.5%
High school grad. (incl. equiv.)	134,970	31.1%	25.0%
Some college, no degree	107,123	24.7%	23.1%
Associate's degree	59,345	13.7%	10.9%
Bachelor's degree	68,676	15.8%	22.5%
Advanced degree	28,691	6.6%	11.0%

Source: [U.S. Census Bureau, 2015-2019 American Community Survey](#)

Educational attainment varies significantly by race and ethnicity in Northwest Minnesota. 18.7% of American Indians and Asians had less than a high school diploma, compared to just 7.4% of white residents. However, over 18% of Black or African Americans, Asians, and people of Two or More Races have earned a bachelor's degree or higher, which was considerably less than the regional average for white residents (Figure 5).

**Figure 5. Northwest Minnesota Educational Attainment for the population aged 25 years & over by Race or Origin, 2019**



Source: 2015-2019 American Community Survey

## LABOR FORCE

### LABOR FORCE CHANGE

According to data from DEED's [Local Area Unemployment Statistics](#) program, Northwest Minnesota had an average labor force count of just over 301,000 workers in 2020. Despite some ups and downs, the regional labor force has increased since 2000, adding more than 25,000 new workers over the past 20 years. However, the labor force has declined by 5,400 workers in 2020 due to the coronavirus pandemic (Figure 6).

The size of the region's labor force jumped by more than 10,000 workers from 2000 to 2002 before leveling out until 2007, then adding another 10,000 workers as the recession took hold from 2007 to 2010. Since 2010, the region has gained less than 3,000 additional workers. As such, the labor market in Northwest continues to tighten, with fewer unemployed workers available. There were nearly 17,000 unemployed workers in 2020, down from a high of about 24,000 in both 2009 and 2010. These labor force constraints will have a substantial impact on the regional economy.

Averaging a net gain of 4,426 additional labor force participants per year between 1990 and 2000, employers in Northwest Minnesota were able to tap into a large and growing pool of talented workers. Although the regional labor force and economy continue to grow, the rate of labor force growth is slowing down considerably, demonstrated by Northwest adding an average of only 316 workers per year from 2010 to 2020 (Figure 7). Increasingly tight labor markets and a growing scarcity of workers is now recognized as one of the most significant barriers to future economic growth in Northwest. In the face of these constraints, it has become evident that a more diverse workforce in terms of age, gender, race, ethnicity, disability status, and immigration has been and will continue to be a vital source of the workers that employers need to succeed. As the white, native-born workforce continues to age, younger workers of different races or from different countries will comprise the fastest growing segment of the labor force.

Figure 6. Annual Labor Force Estimates, 2000-2020

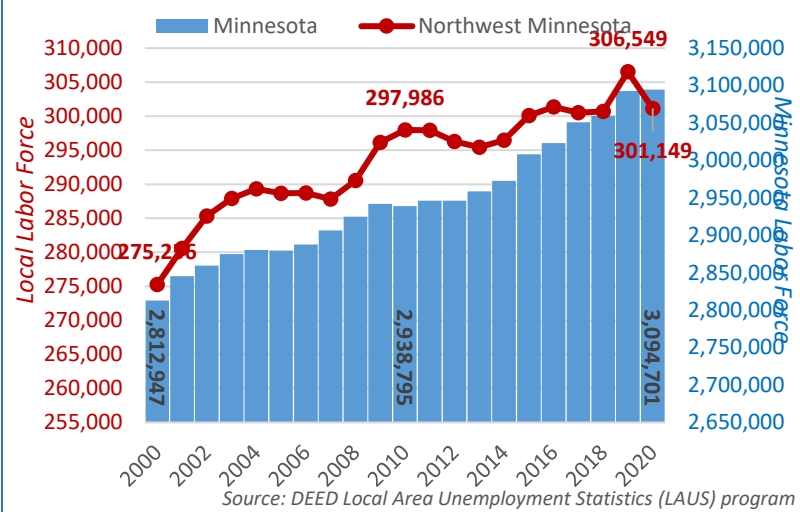
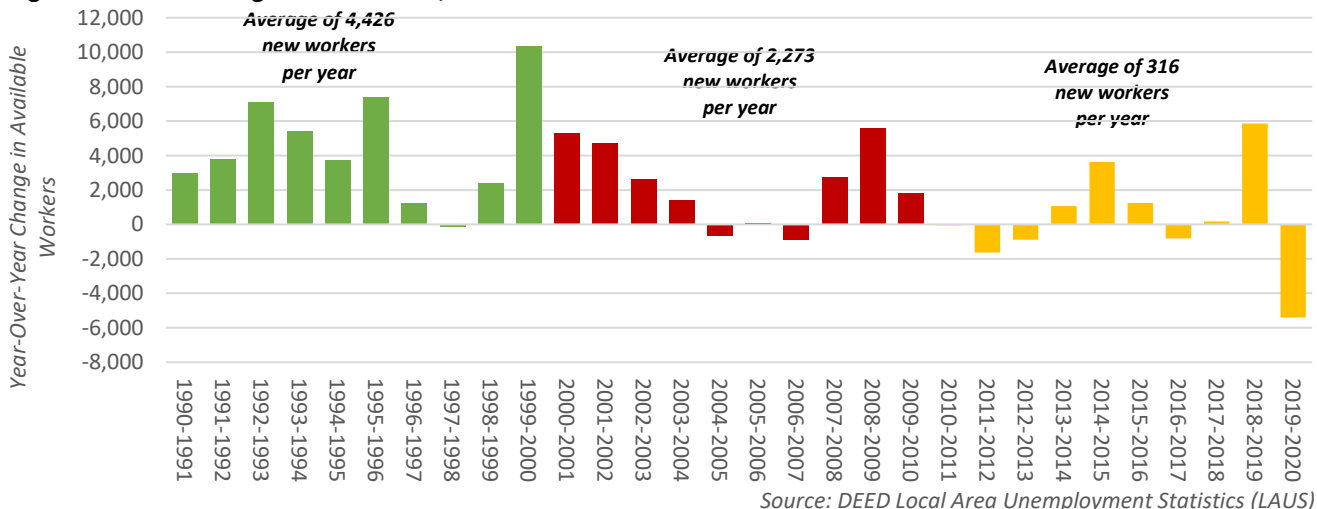


Figure 7. Annual Change in Labor Force, 1990-2020





## LABOR FORCE PROJECTIONS, 2020-2030

Despite Northwest Minnesota's projected population increase shown in Figure 4 above, the regional labor force is actually expected to contract from 2020 to 2030, further expanding the recent slowdown. Applying current labor force participation rates to future population projections by age group creates labor force projections for the region, which show a 2.0% drop in workforce numbers as the Baby Boom generation ages and drops out of the labor force (Table 5).

The projected decline estimates a huge loss in the number workers aged 45 to 64 years by 2030, against smaller gains among those aged 65 years and over. However, the number of workers aged 20 to 44 years should also increase by over 8,600 workers, despite a small decline in the number of teenaged workers. The anticipated labor market contraction may lead regional employers to adapt their management and hiring practices in order to compete.

	2020 Labor Force Projection	2030 Labor Force Projection	2020-2030 Change	
			Numeric	Percent
16 to 19 years	16,381	15,247	-1,135	-6.9%
20 to 24 years	35,444	36,453	+1,009	+2.8%
25 to 44 years	107,113	114,776	+7,664	+7.2%
45 to 54 years	50,866	50,421	-445	-0.9%
55 to 64 years	55,822	39,876	-15,946	-28.6%
65 to 74 years	18,670	20,137	+1,467	+7.9%
75 years & over	3,561	5,097	+1,536	+43.1%
<b>Total Labor Force</b>	<b>287,857</b>	<b>282,007</b>	<b>-5,851</b>	<b>-2.0%</b>

*Source: calculated from Minnesota State Demographic Center population projections and 2015-2019 American Community Survey 5-Year Estimates.*

## EMPLOYMENT CHARACTERISTICS

With just 64.2% of the population over 16 years of age in the labor force, Northwest had a much lower labor force participation rate than the state. In addition, all but one age group had lower labor force participation rates than those statewide, and the overall rate is lower because a higher percentage of the region's labor force is in the oldest age groups (Table 6).

Participation rates varied by race in Northwest, but also lagged behind state averages. American Indians were the only race that had a similar participation rate than the state, but at 58.9%, it was lower than the white participation rate. In addition, the unemployment rates in the region were higher for every race group other than white except for Asian residents. The American Indian unemployment rate was nearly 17%, compared to just 3.3% for whites. In sum, unemployment rates were highest and participation rates were lowest among young workers, minorities, people with lower educational attainment, and workers with disabilities.

Age Group	Northwest Minnesota			Minnesota	
	Labor Force	Labor Force Partic. Rate	Unemp. Rate	Labor Force Partic. Rate	Unemp. Rate
<b>Total Labor Force</b>	<b>287,727</b>	<b>64.2%</b>	<b>3.9%</b>	<b>69.7%</b>	<b>3.6%</b>
16 to 19 years	15,237	54.1%	8.5%	53.2%	11.0%
20 to 24 years	28,655	83.0%	5.8%	84.6%	6.0%
25 to 44 years	109,774	88.1%	4.5%	88.8%	3.2%
45 to 54 years	56,710	85.9%	3.1%	87.6%	2.7%
55 to 64 years	58,009	70.2%	3.6%	73.0%	2.8%
65 to 74 years	16,323	26.3%	4.9%	27.9%	2.2%
75 years & over	3,106	6.2%	4.3%	6.6%	2.4%
<b>Employment Characteristics by Gender</b>					
Male	151,579	67.6%	4.4%	73.5%	4.1%
Female	136,226	60.7%	2.8%	65.9%	3.1%
<b>Employment Characteristics by Race &amp; Hispanic Origin</b>					
White alone	267,400	64.3%	3.3%	69.3%	3.0%
Black or African American	2,998	65.0%	15.4%	71.3%	8.8%
American Indian & Alaska Native	8,975	58.9%	16.9%	58.9%	12.6%
Asian or Other Pacific Islanders	2,285	65.8%	5.1%	71.2%	4.3%
Some Other Race	1,884	72.6%	12.3%	77.7%	6.1%
Two or More Races	4,294	65.0%	7.6%	73.6%	7.4%
Hispanic or Latino	7,891	75.1%	6.5%	76.5%	6.1%
<b>Employment Characteristics by Disability</b>					
With Any Disability	15,921	49.4%	7.4%	53.0%	8.6%
<b>Employment Characteristics by Educational Attainment</b>					
Population 25 to 64 years	224,508	82.2%	3.2%	84.5%	3.0%
Less than H.S. Diploma	10,912	65.3%	4.2%	66.3%	4.2%
H.S. Diploma or Equivalent	58,999	77.5%	2.0%	78.5%	2.6%
Some College or Assoc. Degree	94,542	84.2%	2.8%	85.3%	3.0%
Bachelor's Degree or Higher	60,029	88.2%	1.4%	90.0%	1.7%

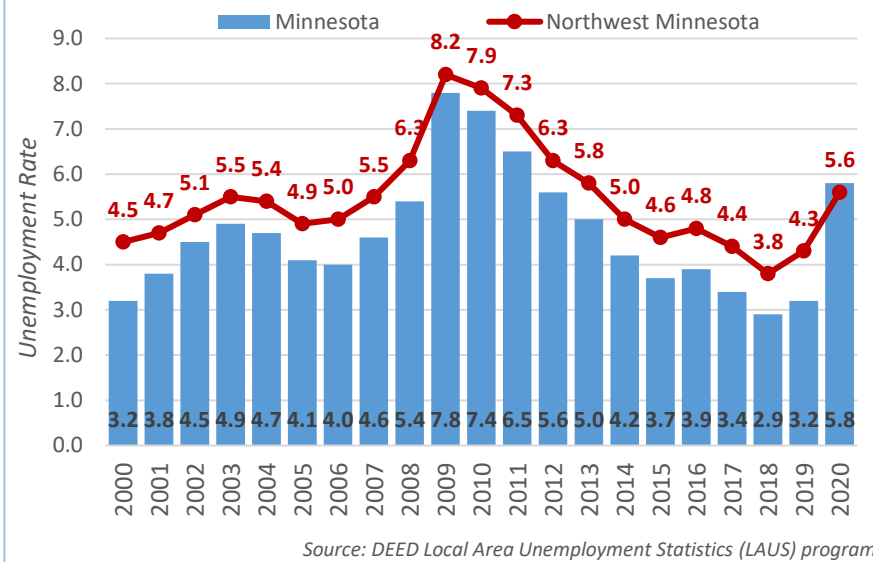
*Source: 2015-2019 American Community Survey, 5-Year Estimates*

## UNEMPLOYMENT RATES

Regardless of the state of the economy, Northwest has consistently reported higher unemployment rates than Minnesota overall since 2000.

According to the [Local Area Unemployment Statistics](#) program, the unemployment rate in Northwest consistently hovers about 1 percentage point above the statewide rate, shifting in sync to economic fluctuation. During the recession, it rose as high as 8.2% in 2009, but fell back to prerecession rates by 2015. Since then, the regional rate jumped in 2016 before dropping to 3.8% in 2018. Due to the pandemic, unemployment rates jumped to 5.6% for 2020, a 1.3 percentage point increase. (Figure 8).

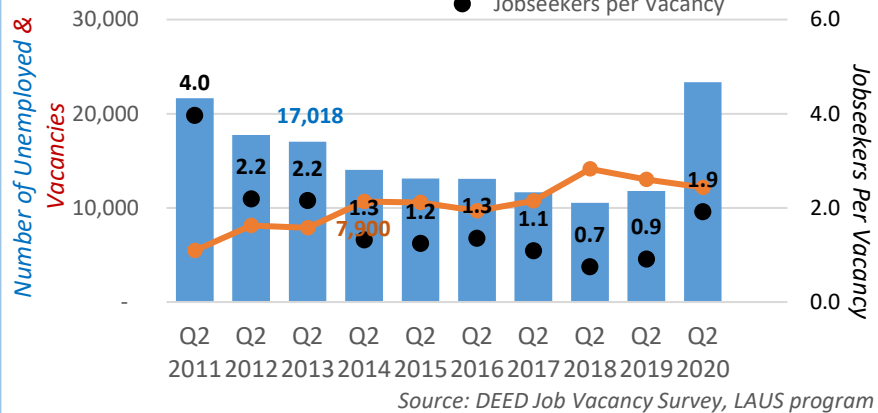
Figure 8. Unemployment Rates, 2000-2020



## JOBSEEKERS PER VACANCY

As the number of available workers has declined and the economy continues to recover, the region's labor market has tightened. One clear demonstration of this is the ratio of unemployed jobseekers per vacancy, which now stands at 1.9-to-1 in Northwest Minnesota. According to recent job vacancy survey results, there were 12,180 openings reported by employers compared to 23,340 unemployed jobseekers in the region. The ratio climbed as high as 7.7 jobseekers per vacancy during the recession in 2009 (Figure 9).

Figure 9. Jobseekers Per Vacancy, 2011-2020



## COMMUTE SHED AND LABOR SHED, 2017

The vast majority – 71.6% – of residents in the region also work within the region. However, Northwest Minnesota is a net exporter of labor, having fewer jobs than available workers. In 2018, 186,087 workers both lived and worked in Northwest, while another 35,460 workers drove into the region for work. This is compared to 73,970 workers who lived in the region but drove to outside areas for work (Table 7 and Figure 9).

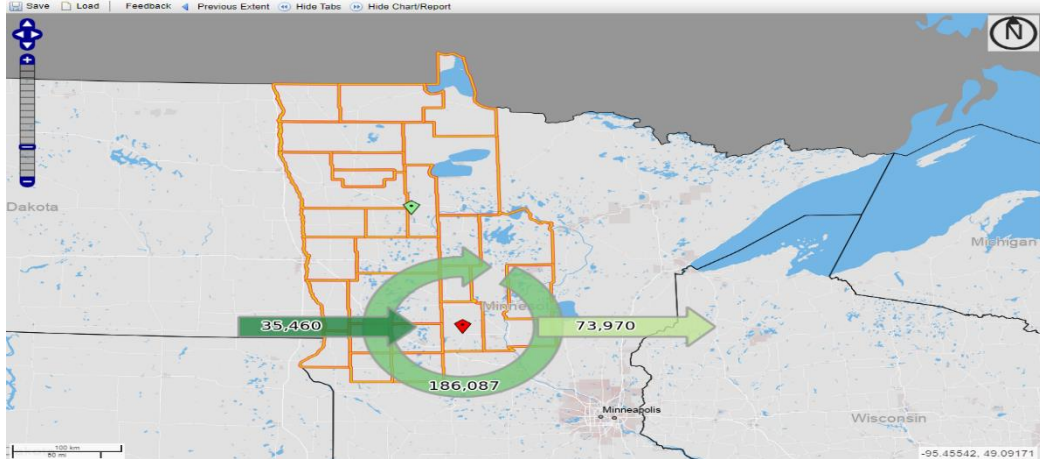
Table 7. Northwest Minnesota Inflow/ Outflow Job Counts (All Jobs), 2018	2018	
	Count	Share
Employed in the Selection Area	221,547	100.0%
Employed in the Selection Area but Living Outside	35,460	16.0%
Employed and Living in the Selection Area	186,087	84.0%
Living in the Selection Area	260,057	100.0%
Living in the Selection Area but Employed Outside	73,970	28.4%
Living and Employed in the Selection Area	186,087	71.6%

Source: [U.S. Census Bureau, OnTheMap](#)

Crow Wing County is the largest employment center in the planning area and the biggest draw for workers, followed by Otter Tail, Beltrami, Douglas, Becker, and Clay County. Employers in the region draw workers from surrounding counties

like Cass (ND), Stearns, Grand Forks (ND), and Itasca. Workers also travel to these same counties for work, primarily to the Fargo and Grand Forks metropolitan areas in North Dakota, as well as both Hennepin and Ramsey counties in the Twin Cities metro area (Figure 10). The average commute time for workers in Northwest was 21.2 minutes, compared to 23.7 minutes for workers statewide. Almost 60% of workers commuted less than 20 minutes each way, compared to 45.7% statewide. 6.9% of workers worked at home, and 3.2% were able to walk to work. Just over half (54.0%) of workers left home between 6:00 a.m. and 8:00 a.m.

**Figure 10. Northwest Minnesota Labor and Commute Shed, 2018**



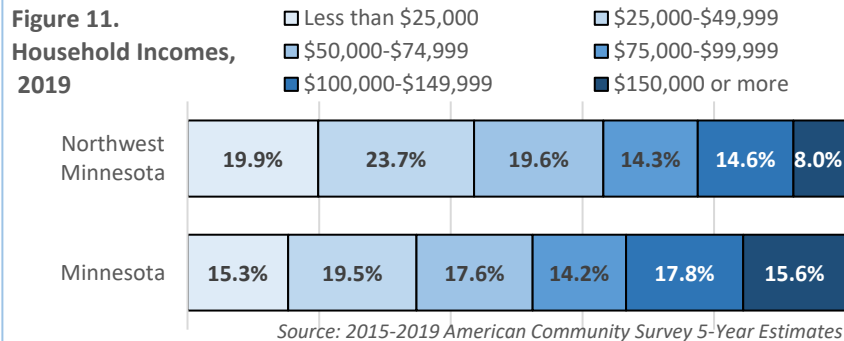
## INCOMES, WAGES AND OCCUPATIONS

### HOUSEHOLD INCOMES

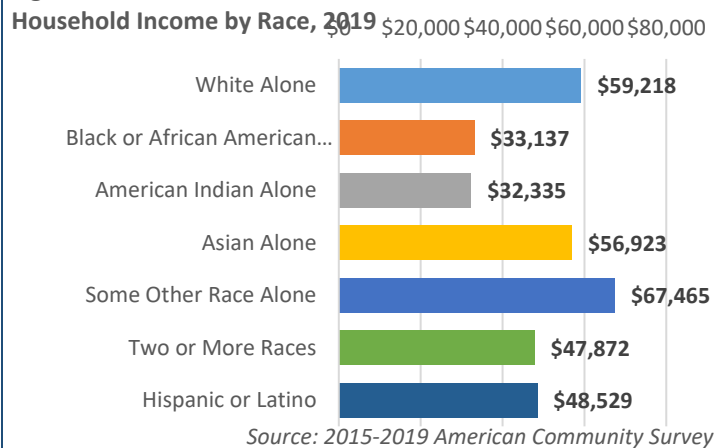
Household incomes were lower in Northwest Minnesota than in the state overall. At \$57,757 compared to \$71,306, Northwest had the second lowest median household income of the 6 planning regions in the state. Almost half (43.6%) of the households in the region had incomes below \$50,000 in 2019, compared to just 34.8% statewide. About one-third (33.9%) of households earned between \$50,000 and \$100,000 in Northwest, but only 22.6% of households earned over \$100,000 per year compared to 33.4% of households statewide (Figure 11).

Incomes varied widely by race in Northwest, with the highest incomes reported by Some Other Race Alone households and the lowest incomes reported for Black or African Americans and American Indians. Sample sizes were small for several of the race groups, leading to large margins of error and big swings compared to previous years. However, sample sizes were larger for both whites and American Indians, and there is a nearly \$27,000 per year difference in the median income for those two groups (Figure 12).

**Figure 11. Household Incomes, 2019**



**Figure 12. Northwest Minnesota Median**





## COST OF LIVING

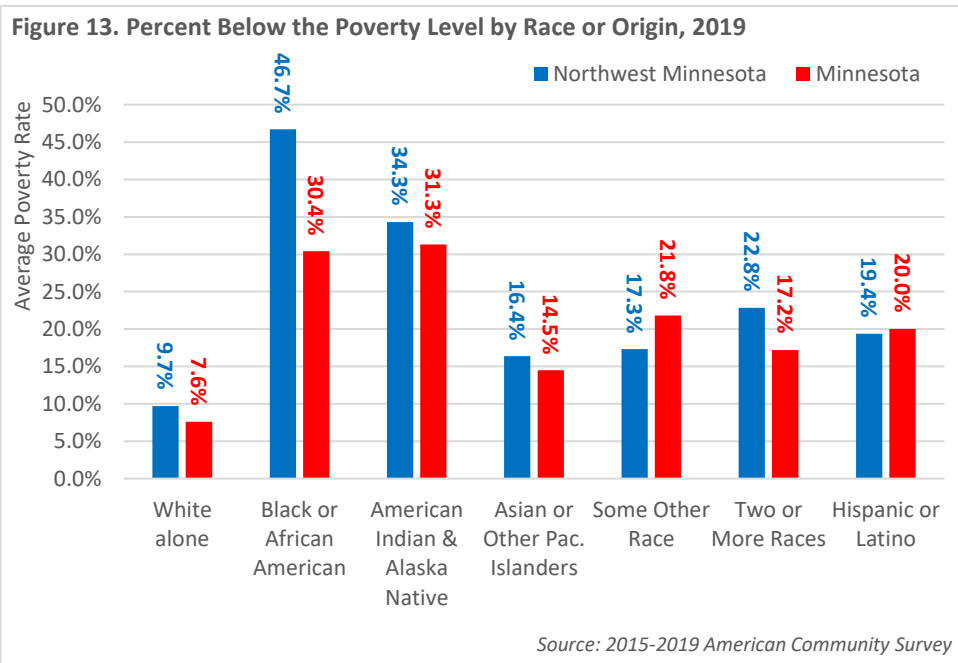
According to DEED's [Cost of Living tool](#), the basic needs budget for an average Minnesota family (which consists of 2 adults and 1 child, with 1 full-time and 1 part-time worker) was \$58,800 in 2020. The cost of living for a similar family in Northwest Minnesota was \$48,108 – which was the second lowest of the six planning regions in the state. The highest monthly costs were for transportation, food, and housing; though the region's housing, child care, and taxes were significantly lower than the rest of the state. In order to meet the basic cost of living for the region, the workers in the family scenario described would need to earn \$15.42 per hour working a combined 60 hours per week.

DEED's Cost of Living tool provides different estimates for household compositions including single people, partnered couples, and up to 4 children. For a single person living alone and working full-time, the estimated yearly cost in Northwest would be \$29,244, which would require an hourly wage of \$14.06 to meet the basic needs standard of living (Table 8).

Table 8. Family Yearly Cost, Worker Hourly Wage, and Family Monthly Costs, 2020										
Family Composition	Number of Workers	Yearly Cost of Living	Hourly Wage Required	Monthly Costs						
				Child Care	Food	Health Care	Housing	Trans- portation	Other	Taxes
Northwest Minnesota										
Single, 0 children	1 FT	\$29,244	\$14.06	\$0	\$349	\$163	\$595	\$741	\$259	\$330
Single, 1 child	1 FT	\$42,408	\$20.39	\$501	\$515	\$385	\$781	\$756	\$355	\$251
2 parents, 1 child	1 FT, 1 PT	\$48,108	\$15.42	\$250	\$797	\$519	\$781	\$864	\$432	\$366
2 parents, 2 children	2 FT	\$65,628	\$15.78	\$833	\$1,039	\$533	\$1,042	\$912	\$570	\$540
State of Minnesota										
Single, 0 children	1 FT	\$32,964	\$15.85	\$0	\$355	\$153	\$832	\$704	\$325	\$378
2 parents, 1 child	1 FT, 1 PT	\$58,800	\$18.85	\$546	\$810	\$549	\$1,069	\$819	\$515	\$592
Source: <a href="#">DEED Cost of Living tool</a>										

Source: [DEED Cost of Living tool](#)

Overall, Northwest's poverty rate was 11.5%, which was slightly above the statewide rate of 9.7%. Like incomes, poverty levels varied widely by race and origin. It was estimated that 46.7% of the region's Black or African American population was below the poverty level in 2019, compared to just 9.7% of the white population. Likewise, poverty levels hovered around 35% for American Indians, which was above statewide rates in both cases. Nearly 20% of people of two or more races and of Hispanic or Latino origin also were below the poverty level in 2019. Again, sample sizes were small so margins of error were big, but the data clearly shows economic disparities by race within the region (Figure 13).



## WAGES AND OCCUPATIONS

The median hourly wage for all occupations in Northwest Minnesota was \$19.24 in the first quarter of 2021 (see Table 9). As such, Northwest has the second lowest median wage level of the six planning areas in the state. Further, Northwest's median wage was \$3.76 below the state's median hourly wage, and \$5.69 below the median hourly wage in the Twin Cities metro area, amounting to over \$11,800 per year for a full-time worker. Compared to surrounding areas, Northwest's median hourly wage was \$1.42 per hour less than in Central (\$20.66) and \$1.25 less than Northeast (\$20.49). Within Northwest, EDR 5- North Central had the lowest median wage, despite having the highest cost of living. EDR 1 – Northwest had the highest wages in the region, at \$19.87.

<b>Table 9. Occupational Employment Statistics by Area, 1<sup>st</sup> Qtr. 2021</b>	Median Hourly Wage	Estimated Regional Employment
<b>Northwest Planning Area</b>	<b>\$19.24</b>	<b>207,970</b>
EDR 1 - Northwest	\$19.87	35,010
EDR 2 - Headwaters	\$19.80	29,720
EDR 4 - West Central	\$19.61	78,570
EDR 5 - North Central	\$18.19	64,670
Northeast Planning Area	\$20.49	132,720
Central Planning Area	\$20.66	283,560
Southwest Planning Area	\$19.34	166,690
Southeast Planning Area	\$21.13	231,950
Twin Cities Metro Area	\$24.93	1,697,060
<b>State of Minnesota</b>	<b>\$23.00</b>	<b>2,708,760</b>
Source: <a href="#">DEED Occupational Employment Statistics Qtr1, 2021</a>		

Not surprisingly, the lowest-paying jobs are concentrated in food preparation, serving, sales, and personal care occupations, which tend to have lower educational and training requirements. For the most part, the pay gap between Northwest and the state is much lower in these jobs. An outlier is educational service jobs, which have a smaller pay gap in the region and are twice as concentrated, but often require a bachelor's degree or more. Regional wages are also competitive in production, transportation and material moving, healthcare support, community and social service, and protective service (Table 10).

<b>Table 10. Northwest Minnesota Occupational Employment Statistics, 1<sup>st</sup> Qtr. 2021</b>							
	Northwest Minnesota				State of Minnesota		
	Median Hourly Wage	Estimated Regional Employment	Share of Total Employment	Location Quotient	Median Hourly Wage	Estimated Regional Employment	Share of Total Employment
Total, All Occupations	\$19.24	207,970	100.0%	1.0	\$23.00	2,708,760	100.0%
Office & Administrative Support	\$19.03	25,070	12.1%	1.0	\$20.93	338,050	12.5%
Sales & Related	\$14.61	20,280	9.8%	1.1	\$16.83	250,430	9.2%
Production	\$19.16	19,380	9.3%	1.2	\$19.82	202,240	7.5%
Transportation & Material Moving	\$17.94	18,010	8.7%	1.1	\$18.83	209,210	7.7%
Food Preparation & Serving Related	\$12.59	17,700	8.5%	1.2	\$13.34	195,120	7.2%
Education, Training & Library	\$23.07	16,640	8.0%	1.4	\$24.64	159,060	5.9%
Healthcare Practitioners & Technical	\$30.88	12,910	6.2%	0.9	\$36.90	188,210	6.9%
Healthcare Support	\$14.85	12,540	6.0%	1.0	\$15.52	157,140	5.8%
Installation, Maintenance & Repair	\$23.14	9,590	4.6%	1.3	\$25.45	98,840	3.6%
Construction & Extraction	\$23.41	9,580	4.6%	1.2	\$29.84	102,390	3.8%
Management	\$42.13	8,540	4.1%	0.7	\$54.22	164,530	6.1%
Building, Grounds Cleaning & Maint.	\$15.60	7,260	3.5%	1.3	\$16.14	74,550	2.8%
Business & Financial Operations	\$28.58	6,840	3.3%	0.5	\$35.24	179,670	6.6%
Community & Social Service	\$22.20	5,540	2.7%	1.3	\$24.21	55,630	2.1%
Personal Care & Service	\$13.00	3,760	1.8%	0.9	\$14.57	51,660	1.9%
Protective Service	\$24.69	3,530	1.7%	1.1	\$24.18	42,520	1.6%
Architecture & Engineering	\$32.13	3,150	1.5%	0.7	\$38.90	54,880	2.0%
Arts, Design, Entertainment & Media	\$16.96	2,130	1.0%	0.8	\$25.72	36,260	1.3%
Computer & Mathematical	\$33.28	2,050	1.0%	0.3	\$44.89	98,240	3.6%
Life, Physical & Social Science	\$29.67	1,550	0.7%	0.8	\$35.48	26,120	1.0%
Legal	\$29.56	970	0.5%	0.6	\$41.02	19,760	0.7%
Farming, Fishing & Forestry	\$18.12	940	0.5%	2.9	\$18.14	4,230	0.2%
Source: <a href="#">DEED Occupational Employment Statistics, Qtr. 1 2021</a>							

In contrast, the highest paying jobs are found in management, computer and mathematical, architecture and engineering, healthcare practitioners, legal, life, physical and social science, and business and financial operations occupations. These occupations generally require higher levels of education and experience, including many that require bachelor's degrees or higher. However, the gaps in pay between the region and the state often exceed \$5.00 to \$10.00 per hour in these occupation categories.

### JOB VACANCY SURVEY

Employers in the 26-county Northwest Planning region reported 12,180 job vacancies in the second quarter of 2020, slightly less to the number of vacancies posted over the past second quarter surveys, which had a peak of 14,136 job vacancies in second quarter of 2018. Demand for workers was high across all industries, with the largest number of openings in retail trade (3,072 job vacancies), accommodation and food services (2,524 job vacancies), health care and social assistance (2,460 job vacancies), educational services (806 job vacancies), construction (767 job vacancies), and public administration (731 job vacancies).

With job vacancy increases, wages have risen with the median hourly wage offer from the current survey jumping to \$14.98 per hour, which was the highest wage offer in the history of the job vacancy survey. Wage offers ranged from just over \$11 per hour for personal care and food preparation and serving occupations to over \$21 per hour for healthcare practitioners, management, and community and social service occupations.

The largest number of vacancies were in sales and related, food preparation and serving related, building and grounds cleaning and maintenance, healthcare support and practitioner, and transportation and material moving occupations. Overall, 42% of the openings were part-time, 28% required post-secondary education, and 34% required 1 or more years of experience (Table 11). In sum, educational requirements in the region had been stable or declining over the past 5 years, while work experience requirements were relatively stable.

**Table 11. Northwest Minnesota Job Vacancy Survey Results, 2<sup>nd</sup> Qtr. 2020**

	Number of Total Vacancies	Percent Part-time	Percent Temporary or Seasonal	Requiring Post-Secondary Education	Requiring 1 or More Years of Experience	Requiring Certificate or License	Median Hourly Wage Offer
<b>Total, All Occupations</b>	<b>12,180</b>	<b>42%</b>	<b>25%</b>	<b>28%</b>	<b>34%</b>	<b>39%</b>	<b>\$14.98</b>
Sales & Related	1,439	53%	16%	7%	27%	5%	\$13.11
Building, Grounds Cleaning & Maint.	1,374	45%	40%	2%	9%	4%	\$15.70
Food Preparation & Serving Related	1,367	77%	16%	12%	13%	16%	\$11.20
Healthcare Support	1,290	66%	3%	49%	22%	65%	\$14.32
Transportation & Material Moving	1,158	44%	40%	7%	35%	48%	\$13.03
Healthcare Practitioners & Technical	1,015	29%	5%	78%	42%	94%	\$21.42
Office & Administrative Support	785	22%	29%	9%	45%	14%	\$14.04
Construction & Extraction	687	2%	59%	16%	36%	34%	\$16.69
Education, Training & Library	551	48%	70%	86%	85%	77%	\$17.07
Installation, Maintenance & Repair	398	12%	22%	10%	66%	56%	\$18.19
Production	393	5%	6%	23%	34%	31%	\$15.15
Personal Care & Service	284	83%	44%	6%	8%	19%	\$12.55
Business & Financial Operations	280	3%	2%	79%	94%	73%	\$21.11
Management	209	4%	11%	53%	74%	47%	\$24.17
Community & Social Service	195	63%	10%	41%	39%	93%	\$14.20
Architecture & Engineering	166	1%	14%	83%	70%	90%	\$22.46
Computer & Mathematical	160	0%	2%	62%	61%	6%	\$30.26
Arts, Design, Entertainment & Media	159	8%	52%	12%	11%	10%	\$14.42
Protective Service	126	56%	42%	16%	28%	88%	\$17.53
Life, Physical & Social Sciences	96	1%	6%	100%	99%	98%	\$22.86

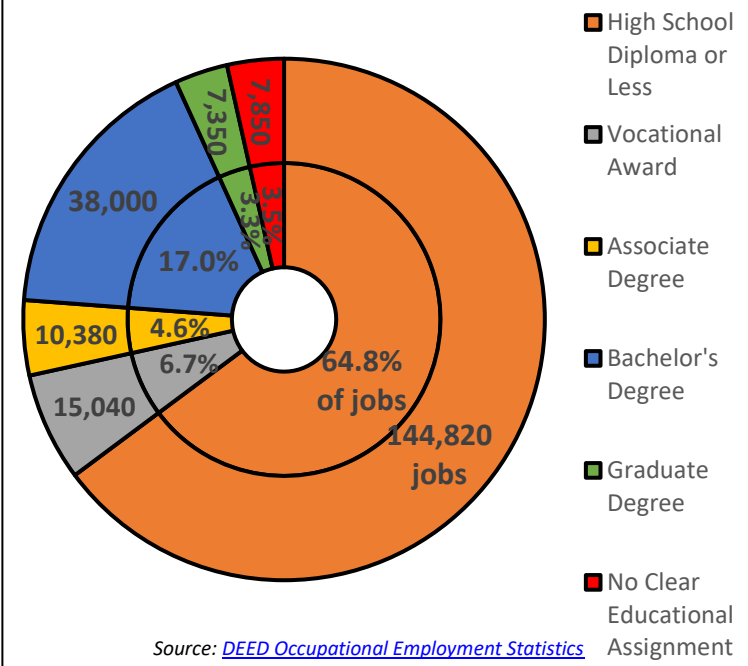
Source: [DEED Job Vacancy Survey, 2<sup>nd</sup> Qtr. 2020](#)

## EDUCATIONAL REQUIREMENTS

Similar to Job Vacancy Survey results, data from DEED's Occupational Employment & Wage Statistics program shows that only around one-third of jobs in the region require postsecondary education for entry. The other two-thirds can be obtained with a high school diploma or less and some amount of on-the-job training (Figure 14).

Certain careers – such as dentists, lawyers, and teachers – require a college education, while other jobs – including cost estimators, sales representatives, and correctional officers – do not. College is an excellent way to move up career ladders and open windows of opportunity to fields that would otherwise be closed, such as nursing or engineering. Many of these occupations offer high wages and are in high demand in the marketplace. While education is typically a worthwhile investment, college can be expensive – with average annual expenses ranging between \$15,000 and almost \$50,000 per year in Minnesota. For those who go to college, choice of major matters – different programs lead to different jobs that earn different amounts of money.

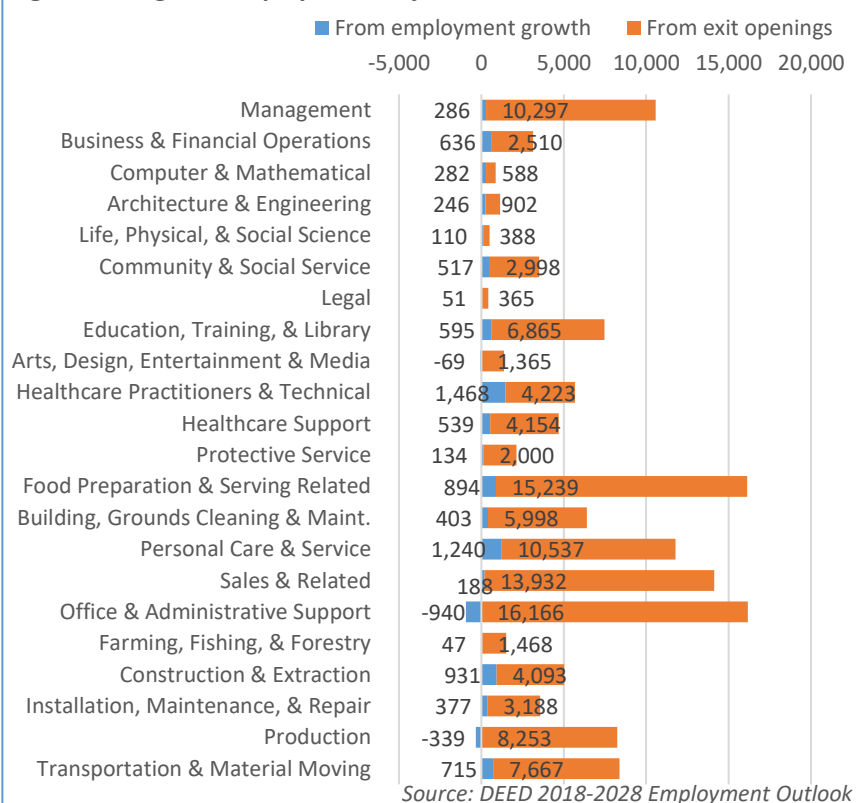
**Figure 14. Northwest Minnesota Share of Jobs by Educational Requirements, 2020**



## EMPLOYMENT PROJECTIONS

Overall, the Northwest Planning Region is projected to grow 3.2% from 2018 to 2028, a gain of 8,311 new jobs. In addition, the region is also expected to need 123,196 replacement openings to fill jobs left vacant by retirements and other career changers. Production, personal care and service, construction and extraction, healthcare support, healthcare practitioners, and building, grounds cleaning and maintenance occupations are expected to see the most new growth. Arts, design, entertainment and media, sales and related, and office and administrative support occupations are expected to decline but every occupational group will show some future demand through replacement openings (Figure 15).

**Figure 15. Regional Employment Projections, 2018-2028**



## OCCUPATIONS IN DEMAND

According to DEED's [Occupations in Demand](#) tool, there are nearly 450 occupations in demand (OID) in Northwest Minnesota, and about 250 occupations are showing relatively high demand. Most OID require a high school diploma or less, and less than one-third require a bachelor's degree or higher. While OID exist in every sector, the region's major industries are well represented as many of the jobs are concentrated in health care, education, transportation, retail sales and other related industries (Table 12).

**Table 12. 2020 Occupations in Demand by Education Level, Northwest Minnesota**

High School or Less	Vocational Training	Associate Degree	Bachelor's Degree or Higher
Maids and Housekeeping Cleaners (\$29,059)	Nursing Assistants (\$33,192)	Registered Nurses (\$70,869)	Elementary School Teachers, Except Special Education (\$55,653)
Personal Care Aides (\$27,537)	Licensed Practical and Vocational Nurses (\$44,853)	Veterinary Technologists and Technicians (\$35,815)	Secondary School Teachers (\$57,557)
Laborers and Freight, Stock and Material (\$33,677)	Automotive Service Technicians and Mechanics (\$43,383)	Surgical Technologists (\$50,177)	Substitute Teachers, Short-Term (\$36,299)
Teaching Assistants, Except Postsecondary (\$31,147)	Computer User Support Specialists (\$48,506)	Computer Network Support Specialists (\$60,416)	Accountants and Auditors (\$59,318)
Heavy and Tractor-Trailer Truck Drivers (\$45,816)	Dental Assistants (\$44,363)	Electrical and Electronic Engineering Techs (\$50,325)	Education Administration (\$101,280)
Pharmacy Technicians (\$35,018)	Computer Numerically Controlled Tool Programmers (\$62,623)	Agricultural and Food Science Technicians (\$38,083)	General Internal Medicine Physicians (N/A)
Interviewers, Except Eligibility and Loan (\$32,542)	Emergency Medical Technicians and Paramedics (\$35,744)	Civil Engineering Techs (\$63,159)	Market Research Analysts & Marketing Spec. (\$53,033)
Janitors and Cleaners, Except Maids (\$30,581)	Mobile Heavy Equipment Mechanics (\$59,788)	Forest and Conservation Techs (\$49,367)	Nurse Practitioners (\$117,222)
Miscellaneous Assemblers (\$38,150)	Health Information Technologists, Medical Registrars (\$56,465)	Web Developers and Digital Interface Designers (\$65,205)	Career/Technical Education Teachers (\$57,777)
Operating Engineers (\$50,500)	Electricians (\$57,871)	Industrial Engineering Techs (\$46,625)	Rehabilitation Counselors (\$34,434)

Source: [DEED Occupations in Demand](#)

## ECONOMY

### INDUSTRY EMPLOYMENT

According to DEED's [Quarterly Census of Employment & Wages \(QCEW\) program](#), Northwest Minnesota was home to 17,362 business establishments providing 210,740 covered jobs in 2020, with a total payroll that surpassed \$9.5 billion. That was about 7.8% of total employment in the state of Minnesota. Average annual wages were \$45,164 in the region, which was \$19,000 lower than the state's average annual wage (Table 13).

**Table 13. Northwest Industry Employment Statistics, 2020**

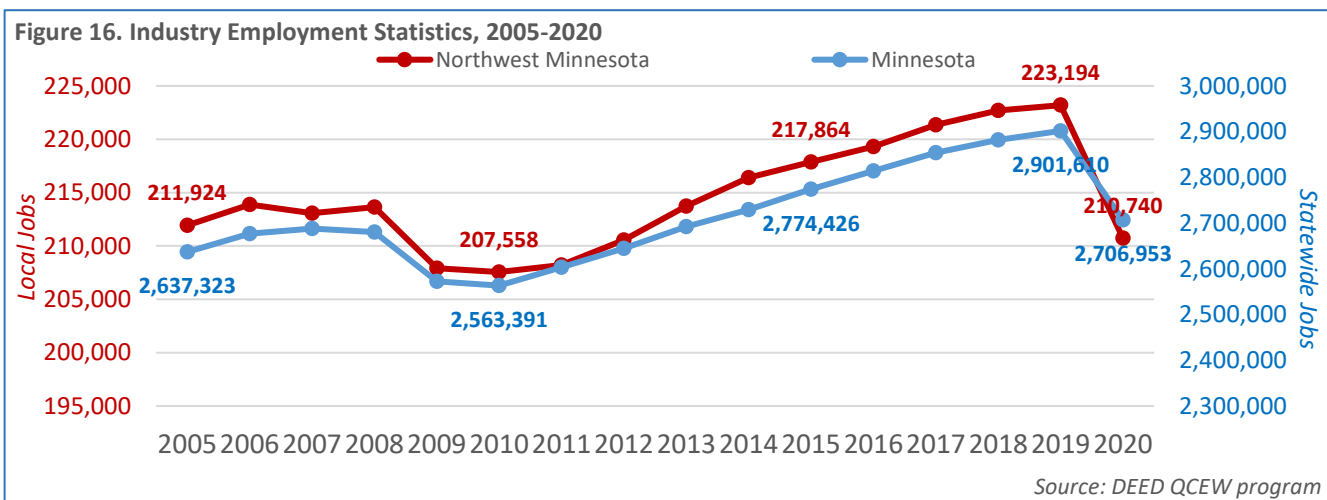
Geography	Number of Firms	Number of Jobs	Total Payroll	Average Annual Wage	2015-2020		2019-2020	
					Change in Jobs	Percent Change	Change in Jobs	Percent Change
<b>Northwest Minnesota</b>	<b>17,362</b>	<b>210,740</b>	<b>\$9,517,906,424</b>	<b>\$45,164</b>	<b>-7,124</b>	<b>-3.3%</b>	<b>-12,454</b>	<b>-5.6%</b>
EDR 1 – Northwest	2,763	34,702	\$1,649,557,987	\$47,535	-3,151	-8.3%	-1,790	-4.9%
EDR 2 – Headwaters	2,398	30,683	\$1,394,696,834	\$45,455	-365	-1.2%	-1,873	-5.8%
EDR 4 – West Central	7,055	86,341	\$3,931,228,147	\$45,531	-1,519	-1.7%	-4,805	-5.3%
EDR 5 – North Central	5,146	59,013	\$2,542,423,456	\$43,082	-2,090	-3.4%	-3,988	-6.3%
<b>State of Minnesota</b>	<b>182,228</b>	<b>2,706,953</b>	<b>\$173,687,525,221</b>	<b>\$64,163</b>	<b>-67,473</b>	<b>-2.4%</b>	<b>-194,657</b>	<b>-6.7%</b>

Source: [DEED Quarterly Census of Employment & Wages \(QCEW\)](#)



In terms of employment, EDR 4 – West Central is the largest region in Northwest Minnesota, with 86,341 jobs at 7,055 firms; followed by EDR 5 – North Central with 59,013 jobs at 5,146 firms. EDR 2 – Headwaters has the smallest economy with 30,683 jobs, but experienced the smallest decrease in employment since 2015 (-1.2% growth). EDR 1 – Northwest had the highest average annual wages in the region at \$47,535, though that was still over \$16,500 less than the state average. Due to the pandemic, every EDR recorded job losses for the last year and 5 years.

Prior to the pandemic, Northwest Minnesota grew in employment over the past 15 years, gaining just over 11,200 net new jobs from 2005 to 2019. The region grew more slowly than the state prior to the recession but experienced smaller declines during the recession, resulting in a shorter road to recovery. Like the state, the region fully recovered all of the jobs lost during the recession by 2013. Between 2013 and 2018, the region added almost 9,000 jobs, enjoying a 4.1 percent gain, compared to 7.0 percent growth statewide. In 2020, Northwest lost 12,454 jobs, a 5.6% decrease compared to the state's 6.7% drop from 2019 to 2020 (Figure 16).



With 38,192 jobs at 1,769 establishments, the Health Care and Social Assistance industry employs the most people in Northwest Minnesota, accounting for 18.1% of total area jobs. After fluctuating job numbers since 2010, Health Care and Social Assistance has gained 1,502 jobs since 2015, a 4.1% increase. Due to the region's older population, the largest sector was Nursing and Residential Care Facilities, followed closely by Hospitals; but Ambulatory Health Care Services grew the most and fastest since 2015. Social Assistance was the smallest sector and saw the least amount of job growth.

The second largest industry in Northwest is Manufacturing, with 26,964 jobs at 826 establishments. The industry lost over 1,500 jobs in 2020, a 5.1% decrease and due to this loss had a five-year decrease in employment. In addition, average annual wages in manufacturing (\$54,831) were nearly \$10,000 higher than the overall regional average (\$45,164). Retail Trade is the third largest industry, with 26,894 jobs at 2,314 establishments, while the closely related Accommodation and Food Services industry was fifth largest with 17,783 jobs at 1,532 firms. Combined these industries offer more than one in every five (21.2%) jobs in the region, but annual wages are still relatively low in these service-providing industries.

Other important industries in Northwest include Educational Services, Public Administration, Wholesale Trade, and Construction, which are all more concentrated in the region than in the state altogether. The next largest industries include Other Services, Transportation and Warehousing, Finance and Insurance, and Agriculture. Again, due to the pandemic, eighteen of the 20 main industries in the region lost jobs over the year, while six of the 20 industries gained jobs over the past 5 years with Health Care and Social Assistance, Public Administration, and Construction leading the way with more than 500 jobs added (Table 14).

**Table 14. Northwest Minnesota Industry Employment Statistics, 2020**

NAICS Industry Title	2020 Annual Data				2015-2020		2019-2020	
	Number of Firms	Number of Jobs	Total Payroll (\$1,000s)	Avg. Annual Wage	Change in Jobs	Percent Change	Change in Jobs	Percent Change
<b>Total, All Industries</b>	<b>17,362</b>	<b>210,740</b>	<b>\$9,517,906</b>	<b>\$45,164</b>	<b>-7,124</b>	<b>-3.3%</b>	<b>-12,454</b>	<b>-5.6%</b>
Health Care & Social Assistance	1,769	38,192	\$1,839,685	\$48,169	+1,502	+4.1%	-993	-2.5%
Manufacturing	826	27,964	\$1,533,303	\$54,831	-661	-2.3%	-1,514	-5.1%
Retail Trade	2,314	26,894	\$800,042	\$29,748	-1,013	-3.6%	-946	-3.4%
Educational Services	384	21,048	\$1,000,152	\$47,518	-405	-1.9%	-1,635	-7.2%
Accommodation & Food Services	1,532	17,783	\$326,342	\$18,351	-2,669	-13.1%	-4,507	-20.2%
Public Administration	725	16,078	\$835,978	\$51,995	+681	+4.4%	-388	-2.4%
Construction	2,295	11,532	\$667,879	\$57,915	+676	+6.2%	186	1.6%
Wholesale Trade	614	10,958	\$653,815	\$59,666	-494	-4.3%	-189	-1.7%
Transportation & Warehousing	887	6,055	\$272,692	\$45,036	-331	-5.2%	-62	-1.0%
Finance & Insurance	864	5,914	\$367,082	\$62,070	+130	2.2%	-47	-0.8%
Other Services	1,497	5,815	\$154,721	\$26,607	-719	-11.0%	-913	-13.6%
Agriculture, Forestry, Fish & Hunt	890	5,280	\$241,394	\$45,719	+234	+4.6%	-8	-0.2%
Professional & Technical Services	849	4,620	\$260,360	\$56,355	+206	+4.7%	-130	-2.7%
Admin. Support & Waste Mgmt.	666	3,802	\$133,783	\$35,188	-1,456	-27.7%	-272	-6.7%
Arts, Entertainment, & Recreation	396	2,749	\$59,346	\$21,588	-2,066	-42.9%	-790	-22.3%
Information	246	2,431	\$127,478	\$52,439	-454	-15.7%	-169	-6.5%
Real Estate & Rental & Leasing	451	1,501	\$56,505	\$37,645	+32	+2.2%	-9	-0.6%
Utilities	67	1,258	\$116,162	\$92,339	-60	-4.6%	-25	-1.9%
Management of Companies	51	647	\$57,870	\$89,444	-233	-26.5%	-48	-6.9%
Mining	40	216	\$13,319	\$61,663	-27	-11.1%	+6	+2.9%

Source: DEED Quarterly Census of Employment & Wages (QCEW) program

## INDUSTRY EMPLOYMENT

According to DEED's Quarterly Employment Demographics (QED) program, the workforce in the region was aging over the past 10 years. Over one-quarter (25.5%) of workers in the region were 55 years or older, compared to 22.0% statewide and just 19.8% in the region one decade earlier. In contrast, the percentage of teenaged workers was falling, and while wages were going up for younger workers, the number of hours worked was going down (Table 15).

As noted above, wages were climbing across the board for all workers due to rising demand and a tight labor market. While wages were still lowest for the youngest and oldest workers who tend to fill lower-skilled, less-than-fulltime jobs in industries like retail trade and accommodation and food services, these two age groups enjoyed the fastest percentage increase in wages from 2009 to 2019. Wages were highest for workers between 45 and 64 years of age, and males worked more hours than females, though the gap was narrowing.

**Table 15. Workforce Demographics by Age Group and Gender, Total of All Industries, 2009-2019**

Northwest Minnesota	Percentage of Workers		Percent of Workers, Minnesota		Median Hourly Wage		Median Hours Worked (Per Qtr.)	
	2019	2009	2019	2009	2019	2009	2019	2009
Total, all ages	100.0%	100.0%	100.0%	100.0%	\$17.71	\$13.33	398	394
19 years & under	7.3%	8.7%	6.0%	6.5%	\$11.00	\$7.52	113	120
20 to 24 years	10.1%	10.9%	10.1%	11.1%	\$14.47	\$10.00	275	259
25 to 44 years	39.3%	37.5%	43.2%	42.7%	\$19.75	\$14.83	452	448
45 to 54 years	17.9%	23.1%	18.7%	23.0%	\$21.42	\$16.06	480	478
55 to 64 years	18.6%	15.2%	16.9%	13.5%	\$20.24	\$15.60	468	448
65 years & over	6.9%	4.6%	5.1%	3.3%	\$15.55	\$11.25	212	194
Male	47.4%	45.4%	49.1%	49.0%	\$19.95	\$15.16	466	456
Female	52.6%	54.6%	50.9%	51.0%	\$16.82	\$12.19	360	352

Source: DEED Quarterly Employment Demographics

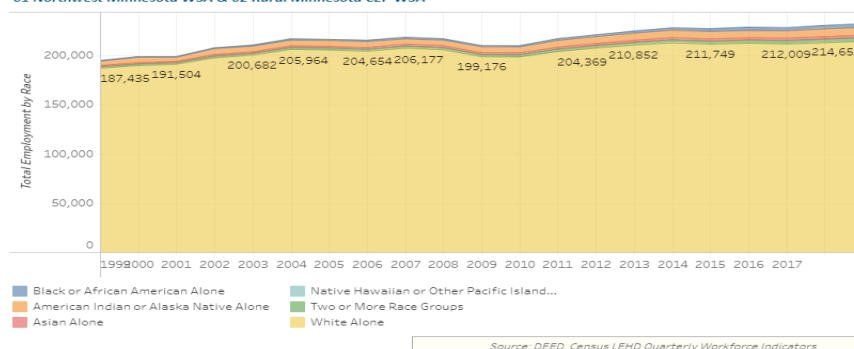
While people of color make up 9.0% of the overall population, they held 7.8% of total jobs in the Northwest Minnesota planning region, according to data from the Quarterly Workforce Indicators program. Through the third quarter of 2019, that equaled 18,119 workers of color, compared to 214,653 White Alone workers. Workers of color held just 4.6% of total jobs in the region in 2000, indicating a significant increase in employment since 2000.

In sum, workers of color have filled an additional 8,897 jobs in the region since 2000, accounting for about one-quarter of new jobs added. With 7,697 jobs, American Indian or Alaska Natives were the largest group of color in the region's economy, after gaining 2,397 jobs since 2000. The next largest group was Black or African American, who held 3,918 jobs in 2019 increasing 430% since 2000. Two or More Races held 3,851 jobs in the area, more than doubling from 2000. With 2,480 jobs in 2019, Asians experienced a gain of 1,171 or nearly doubling employment. Finally, Hispanic or Latino workers accounted for 8,188 jobs or 3.5% of the total workforce and increased 134% from 2000.

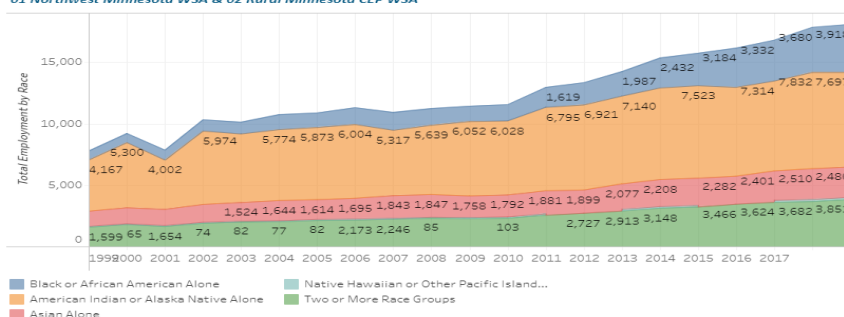
Most sectors in the Workforce Development Area are non-diverse, but there are a couple industries that rely more heavily on workers of color. For example, 23.5% of the Public Administration workforce is people of color, consisting of 81.5% American Indian or Alaska Native Alone workers. Likewise, 19.3% of the Arts, Entertainment, and Recreation and 15% of Accommodation and Food Services workforces were people of color. The largest number of workers of color (3,345) were employed in Accommodation and Food Services, Public Administration, and Health Care and Social Services (see Figure 17).

**Figure 17. Employment by Race Statistics Northwest Minnesota Planning Region**

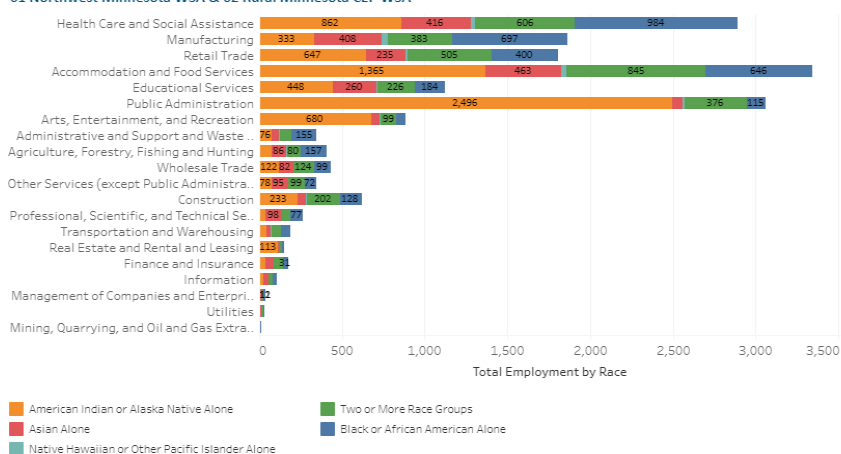
Employment by Race in All NAICS Sectors,  
01 Northwest Minnesota WSA & 02 Rural Minnesota CEP WSA



Employment by Race in All NAICS Sectors,  
01 Northwest Minnesota WSA & 02 Rural Minnesota CEP WSA



Total Industry Employment by Other Race Groups, Q3 2019,  
01 Northwest Minnesota WSA & 02 Rural Minnesota CEP WSA



2019 data is for Qs 1-3. Source: DEED, Census LEHD Quarterly Workforce Indicators  
[https://public.tableau.com/app/profile/magda.olson/viz/QWI-Race\\_byWSA\\_2019/Story1](https://public.tableau.com/app/profile/magda.olson/viz/QWI-Race_byWSA_2019/Story1)

## INDUSTRY PROJECTIONS

The 26-county Northwest Planning Area is projected to grow 3.2% from 2018 to 2028, a gain of 8,311 new jobs. The largest and fastest growing industry is expected to be health care and social assistance, which may account for one-half of the total projected growth in the region by 2028. The region is also expected to see significant employment growth in construction, public administration, accommodation and food services, and educational services. In contrast, information is projected to decrease in employment by 15% and arts, entertainment, and recreation and manufacturing are also projected to decline by 100 jobs over the next 10 years (Table 16).

Industry	Estimated Employment 2018	Projected Employment 2028	Percent Change 2018-2028	Numeric Change 2018-2028
<b>Total, All Industries</b>	<b>263,134</b>	<b>271,445</b>	<b>+3.2%</b>	<b>+8,311</b>
Health Care & Social Assistance	38,050	42,165	+10.8%	+4,115
Manufacturing	29,207	29,064	-0.5%	-143
Retail Trade	28,148	28,190	+0.1%	+42
Public Administration	23,300	23,980	+2.9%	+680
Educational Services	23,141	23,679	+2.3%	+538
Accommodation & Food Services	20,661	21,248	+2.8%	+587
Wholesale Trade	12,153	12,545	+3.2%	+392
Construction	10,281	11,330	+10.2%	+1,049
Other Services, Ex. Public Admin	10,196	10,174	-0.2%	-22
Transportation & Warehousing	6,934	7,284	+5.0%	+350
Finance & Insurance	6,003	6,287	+4.7%	+284
Agriculture, Forestry, Fish & Hunt	5,627	5,766	+2.5%	+139
Professional & Technical Services	4,771	5,123	+7.4%	+352
Arts, Entertainment, & Recreation	4,570	4,416	-3.4%	-154
Administrative & Waste Services	4,369	4,978	+13.9%	+609
Information	2,506	2,128	-15.1%	-378
Real Estate & Rental & Leasing	1,473	1,502	+2.0%	+29
Utilities	1,185	1,155	-2.5%	-30
Management of Companies	847	1,020	+20.4%	+173
Mining	206	237	+15.0%	+31

Source: DEED 2018-2028 Employment Outlook

## NONEMPLOYER ESTABLISHMENTS

Northwest Minnesota was home to 43,223 self-employed businesses or “nonemployers” in 2017, which are defined by the U.S. Census Bureau as “businesses without paid employees that are subject to federal income tax, originating from tax return information of the Internal Revenue Service (IRS).” Unlike covered employment, Northwest saw a steady decline in nonemployers over the past decade, responding to economic changes. In sum, the region lost 1,160 nonemployers from 2007 to 2017, a -2.6% decrease. These non-employers generated sales receipts of nearly \$2 billion in 2017 (Table 17).

	2018		2007-2018	
	Number of Firms	Receipts (\$1,000s)	Change in Firms	Percent Change
<b>Northwest Minnesota</b>	<b>43,152</b>	<b>\$2,008,609</b>	<b>-1,231</b>	<b>-2.8%</b>
Region 1	5,982	\$245,116	-250	-4.0%
Region 2	5,872	\$247,859	-837	-12.5%
Region 4	18,377	\$878,913	+501	+2.8%
Region 5	12,921	\$636,721	-645	-4.8%
<b>Minnesota</b>	<b>416,487</b>	<b>\$19,994,802</b>	<b>+29,503</b>	<b>+7.6%</b>

Source: U.S. Census, Nonemployer Statistics program

## CENSUS OF AGRICULTURE

Like other parts of Greater Minnesota, agriculture is also a key industry in Northwest, with 19,830 farms producing just under \$4.2 billion in the market value of products sold in 2017 according to the U.S. Department of Agriculture. That was the second highest value of the 6 planning regions in the state. Region 4 led the way with 7,857 farms, followed by Region 1 with 4,891 farms (Table 18).

	Number of Farms	Market Value of Products Sold	State Rank
<b>Northwest Minnesota</b>	<b>19,380</b>	<b>\$4,173,089,000</b>	<b>2</b>
Region 1	4,891	\$1,299,434,000	6
Region 2	1,826	\$185,479,000	12
Region 4	7,857	\$2,015,632,000	4
Region 5	4,806	\$672,544,000	9
<b>Minnesota</b>	<b>68,822</b>	<b>\$18,395,390,000</b>	

Source: 2017 Census of Agriculture

Upon request, this information can be made available in alternate formats for people with disabilities by contacting Cameron Macht at (320) 441-6596 or at [cameron.macht@state.mn.us](mailto:cameron.macht@state.mn.us).